October 12, 2022
Inter-Regional Town Hall
Grant Writing Tips & Tricks
Overview

1. Common Grant Questions and How to Answer Them

2. Top 6 Tips & Tricks

3. Grants – Where to Find Them

When a funder asks to give your mission, history, and outcomes in 100 words or less

This is reasonable.
Common Questions

Introduction to your organization: Mission, History, Overview, etc.

“Feeding San Diego provides food to people in San Diego.”

“Feeding San Diego’s mission is to connect every person facing hunger with nutritious meals by maximizing food rescue. Last year, Feeding San Diego provided 35 million meals through a decentralized food rescue and distribution network, including more than 370 local charities, schools, faith communities, meal sites, health centers, and food pantries located all across the county. Feeding San Diego’s unique, resourceful model of operation focuses on preventing the food that already exists from going to waste, and instead, connecting it to people in need.”
Common Questions

The Need/Problem Statement

Make sure it’s constituent focused:

“Three years into a crisis that caused skyrocketing inflation, disruptions to the food supply, and economic instability, we are seeing a persistent, significant increase in the need for food assistance – resulting in hundreds of thousands of families in San Diego County facing hunger.”

Use data and cite reputable sources:

“According to U.S. Bureau of Labor Statistics, it costs families 10% more to buy food than last year.”

Use the voices of your community:

“Right now, inflation and gas prices are decimating our budget. It’s nice to have this resource. It’s a huge stress off our shoulders” – Faisal and his family Katherine and Raiden
**Common Questions**

**What are you asking us to fund? What is your method?**

Methods cost money!

**What are the direct actions you’re going to take to solve the problem?**

“To reduce childhood hunger, Feeding San Diego provides free nutritious food for K-12 students and families in high-need communities across the county through our School Pantry program. Twice monthly School Pantry distributions provide consistent, reliable access to healthy food for children, youth, and their families in convenient locations that they already visit and trust. Serving an average of 120 households per distribution, we currently have 35 sites with the plan to expand to 45 sites in the next year.”
Common Questions

Outcomes & Evaluation

Outcomes are the results from your actions/methods

You want SMART outcomes

“Through our School Pantry program, we will provide up to 35 pounds of free nutritious food – including up to 50 percent fresh produce – to an average of 100 households with children at each distribution.”

For evaluation, you should have both quantitative and qualitative tracking

Quantitative: Pre and Post Surveys

Qualitative: Testimonials

Client: A report is due next week

Me: Great, send me the data for the outcomes you worked toward

Client: We didn't track that

Me:
Top 6 Tips and Tricks

- Read the grant guidelines at least three times
- Reach out to the funder/program officer BEFORE you submit your application
- Don’t assume that they know about the problem you are trying to solve
- Don’t submit down to the wire
- Make sure your budget matches your narrative
- Learn how to read a 990
Return of Private Foundation
or Section 4947(a)(1) Trust Treated as Private Foundation

Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990PF for instructions and the latest information.

For calendar year 2019, or tax year beginning 01-01-2019, and ending 12-31-2019

Name of foundation
DAVID C COLEY FOUNDATION

Number and street (or P.O. box number if mail is not delivered to street address)
12636 HIGH BLUFF DR SUITE 400

City or town, state or province, country, and ZIP or foreign postal code
SAN DIEGO, CA 92130

Check all that apply:
☐ Initial return
☐ Initial return of a former public charity
☐ Final return
☐ Amended return
☐ Address change
☐ Name change

Check type of organization:
☐ Section 501(c)(3) exempt private foundation
☐ Section 4947(a)(1) nonexempt charitable trust
☐ Other taxable private foundation

Fair market value of all assets at end of year (from Part II, col. (c), line 16)
$114,618,036

Accounting method:
☐ Cash
☐ Accrual
☐ Other (specify)

Analysis of Revenue and Expenses
(The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions).)

<table>
<thead>
<tr>
<th>Part I</th>
<th>Revenue and expenses per books</th>
<th>(a)</th>
<th>Net investment income</th>
<th>(b)</th>
<th>Adjusted net income</th>
<th>(c)</th>
<th>Disbursements for charitable purposes (cash basis only)</th>
<th>(d)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Contributions, gifts, grants, etc., received (attach schedule)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Check ☑ if the foundation is not required to attach</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Form 990PF Part XV Line 3 - Grants and Contributions Paid During the Year or Approved for Future Payment

<table>
<thead>
<tr>
<th>Recipient</th>
<th>If recipient is an individual, show any relationship to any foundation manager or substantial contributor</th>
<th>Foundation status of recipient</th>
<th>Purpose of grant or contribution</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>a. Paid during the year</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3STRANDS GLOBAL FOUNDATION 3941 PARK DRIVE SUITE 20-200 EL DORADO HILLS, CA 95762</td>
<td>NONE</td>
<td>PC</td>
<td>PROTECT SAN DIEGO</td>
<td>58,460</td>
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<tr>
<td>A REASON TO SURVIVE 200 EAST 12TH STREET NATIONAL CITY, CA 91950</td>
<td>NONE</td>
<td>PC</td>
<td>ARTS AFTER SCHOOL</td>
<td>5,000</td>
</tr>
<tr>
<td>ABC YOUTH FOUNDATION 3131 MARKET ST SAN DIEGO, CA 92102</td>
<td>NONE</td>
<td>PC</td>
<td>AFTER SCHOOL TUTORING PROGRAM</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCESS YOUTH ACADEMY 7310 MIRAMAR ROAD SUITE 405 SAN DIEGO, CA 92126</td>
<td>NONE</td>
<td>PC</td>
<td>GENERAL SUPPORT</td>
<td>15,000</td>
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<tr>
<td>ALLIANCE FOR HOPE INTERNATIONAL 101 WEST BROADWAY ROOM 1770 SAN DIEGO, CA 92101</td>
<td>NONE</td>
<td>PC</td>
<td>CAMP HOPE</td>
<td>2,500</td>
</tr>
<tr>
<td>AMERICAN DIABETES ASSOCIATION</td>
<td>NONE</td>
<td>PC</td>
<td>CAMP WANA KURA</td>
<td>2,500</td>
</tr>
</tbody>
</table>
Free Resources to find funders & grant opportunities

- Grants.gov
- The San Diego Foundation
- Catalyst
- Local Community Foundations
- Wells Fargo Private Foundations
- Other Organizations
Reach out to us! We’d love to read your past proposals

Send one of your past proposals (feel free to include instructions, budgets, attachments, etc.) to Olivia Holabird at oholabird@feedingsandiego.org

Give us two weeks to respond with a review of your proposal.

We’re here for you!